

Message Text

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ACTION COME

INFO OCT-01 NEA-10 ADP-00 EB-11 RSR-01 RSC-01 /024 W

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R 210400 Z APR 73

FM AMCONSUL LAHORE

TO SECSTATE WASHDC 9533

INFO AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

AMEMBASSY NEW DELHI

UNCLAS LAHORE 0411

FOR COMMERCE

E. O. 11652: N/ A

TAGS: EGEN

SUBJECT: RAILWAY EQUIPMENT TRADE MISSION

1. MISSION ARRIVED KARACHI AND DEPARTED AS SCHEDULED 4/15-17 RESPECTIVELY. ARRANGEMENTS IN TERMS OF MISSION AGENDA (I. E. GROUP AND INDIVIDUAL MEETINGS; SOCIAL; PRESS, AND FACILITY VISITS) WAS OUTSTANDING. THE EFFORTS PUT FORTH BY THE CONGEN AND MESSRS. BRYANT AND KILLOUGH IN SUPPORT OF THE MISSION CANNOT BE OVERSTATED.
 2. MISSION MEMBERS ACKNOWLEDGED THAT THE VISIT TO KARACHI WAS MOST WORTHWHILE AND ALTHOUGH BUSINESS PROSPECTS IN ANY VOLUME ARE LONG RANGE THE IDENTIFICATION AND SCOPE OF THE RAILWAY PROGRAMS THEMSELVES AS WELL AS THE PERTINENT PAKISTANIS RESPONSIBLE FOR THESE PROGRAMS MORE THAN JUSTIFY THE MISSION' S PRESENCE.
 3. FOR THOSE SEEKING REPRESENTATION ARRANGEMENTS INTERVIEWS WERE CONDUCTED AND WILL MOST PROBABLY RESULT IN ONE OR MORE AGREEMENTS.
 4. FROM THE MISSION DIRECTOR' S POINT OF VIEW THE VISIT HAS ESTABLISHED THAT A MORE MEANINGFUL TRADE PROMOTION PROGRAM CAN BE FORMULATED IN OTHER TECHNOLOGY AREAS.
 5. THE LAHORE PORTION OF THE MISSION WAS EQUALLY AS WELL PREPARED AND ARRANGED. THE PREPLANNING EFFORTS BY THE CONGEN AND J. HATAWAY WERE OBVIOUS BY THE FACT THAT DURING A VISIT TO THE PAKISTAN WESTERN
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RAILWAYS TENDERS WERE WRITTEN AND DISTRIBUTED TO SEVERAL MISSION MEMBERS. THESE TENDERS WERE NOT INTERNATIONAL COMPETITIVE TENDERS BUT TAILORED TO SOLE SOURCE PROCUREMENTS.

6. IN LAHORE, MISSION DIRECTOR LEARNED THAT USSR AND HUNGARIAN TRADE MISSIONS WERE VISITING TO DISCUSS AID AND INDUSTRY COLLABORATION AND FIVE MAN CANADIAN RAILWAY DELEGATION HAS JUST LEFT. SIGNIFICANCE TO COMMERCE IS AWARENESS THAT EAST EUROPEAN AND OTHER COUNTRIES ARE FOCUSING ON SOUTH ASIA WHICH INDICATES THAT BUSINESS POTENTIALS EXIST.

7. IN ADDITION TO MEETINGS WITH RAILWAY BOARD IN LAHORE MISSION MET WITH MINISTER OF FINANCE, GOVERNMENT OF PUNJAB WHO OUTLINED THE GOVERNMENT' S PRIORITY PROGRAMS IN TERMS OF NEEDS. A FORMAL REPORT EMBRACING ALL ASPECTS OF THE MINISTER' S TALK WILL BE FORWARDED TO WASHINGTON WITHIN A REASONABLY SHORT PERIOD OF TIME.

8. AS THE MISSION CONCLUDES ITS LONG TREK THROUGH INDIA AND PAKISTAN IT CAN BE SUMMARIZED THAT IT WAS PRODUCTIVE, TIMELY AND PROFITABLE IN TERMS OF SALES FOR SOME AND A BETTER UNDERSTANDING OF POTENTIALS FOR ALL.

9. SALES ACHIEVEMENTS WILL BE ACKNOWLEDGED UPON THE MISSION DIRECTOR' S RETURN. THE DIRECTOR WILL REMAIN IN LAHORE TO DISCUSS COMMERCIAL ACTIVITIES WITH CONGEN KING AND THEN PROCEED TO KARACHI FOR SIMILAR DISCUSSIONS WITH CONGEN TIGER. DUE TO THE REPORTED ADVERSE CLIMATE IN LEBANON HENDERSON WILL DEVIATE FROM HIS ORIGINAL PLANS TO VISIT TO RDTC BEIRUT.

10. LAST BUT NOT LEAST THE MISSION RECEIVED VERY GENEROUS ASSISTANCE FROM AMEMBASSY ISLAMABAD WITH THE PRESENCE OF CLAY NETTLES IN KARACHI AND DANE SMITH IN LAHORE.
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